

Message Text

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PAGE 01 NEW DE 02275 150553Z

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ACTION NEA-13

INFO OCT-01 ISO-00 COME-00 DODE-00 EB-11 PM-07 RSC-01

DRC-01 /034 W

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R 150515Z FEB 74

FM AMEMBASSY NEW DELHI

TO SECSTATE WASHDC 9714

C O N F I D E N T I A L NEW DELHI 2275

E.O. 11652: GDS

TAGS: BEXP, IN

SUBJECT: WESTINGHOUSE

REF: STATE 26837

1. ROBERT SEIDEL MUST HAVE FAITH IN OUR JUDGMENT. WE WOULD NOT HAVE SUBMITTED GUPTA'S PROPOSAL IF THE COMMERCIAL COUNSELOR DID NOT HAVE FULL CONFIDENCE IN GUPTA'S ACCESS TO EXCELLENT SOURCES OF INFORMATION.

2. SEIDEL SHOULD ALSO BE ASKED TO WEIGH GUPTA'S OFFER TO TRAVEL TO THE US AT HIS OWN EXPENSE TO DISCUSS THIS OPPORTUNITY WITH WESTINGHOUSE. IN OUR POINION WESTINGHOUSE HAS NOTHING TO LOSE SAVE A LITTLE TIME SPENT LISTENING TO GUPTA. IT MAY, ON THE OTHER HAND, GAIN AN OPPORTUNITY TO MAKE A MULTI-MILLION DOLLAR SALE.

3. FYI ONLY: THE OFFICE OF DEFENSE REPRESENTATIVE (ODRI) IS MOST WILLING TO ASSIST IN THIS MATTER AND MAKE DISCRETE INQUIRIES SEEKING MORE INFORMATION ON THE INDIAN NAVY'S PLANS, IF ANY, TO PURCHASE VERY LOW FREQUENCY COMMUNICATIONS EQUIPMENT. THE COMMERCIAL COUNSELOR, HOWEVER, REQUESTED ODRI NOT TO UNDERTAKE ANY INQUIRIES BECAUSE THE INDIAN NAVY PLANS ARE, ACCORDING TO BRIJ MOHAN GUPTA, HIGHLY CLASSIFIED. ANY INDICATION OF EMBASSY AWARENESS OF THESE PLANS COULD IN-ADVERTELTLY CREATE UNNECESSARY DIFFICULTIES AND JEOPARDIZE GUPTA'S RELATIONS WITH THE GOI MINISTRY OF DEFENSE AS WELL
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AS HIS USEFULNESS TO US. END FYI.
SCHNEIDER

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Message Attributes

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